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VANS EVERGREEN HANDBOOK

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YOUR GUIDE to

- *better selection*
- *better planting*
- *better profits*

PUBLISHED BY

VANS PINES • West Olive, Michigan

ALL TREES shown in this catalog were photographed in Vans nurseries and field plantings.

This beautifully shaped Scotch Pine is typical of the thousands grown at Vans. By ordering trees and seedlings from Vans, and carefully planting and caring for them, you can raise trees that are just as vigorous and beautiful as this one. This booklet will help you.

VANS PINES, Inc., West Olive, Michigan
Telephone: Holland, Mich., EXport 6-0702

To our friends:

All stock listed in this catalog is grown from selected seeds collected by experienced foresters from all parts of the world. It is our policy to always buy the best available. Sometimes this may cost us more but we feel that we will be producing a better grade of tree for our customers by following this policy.

As the seedlings grow they are given the best care possible. The nursery soil is treated to keep it clean and free of all nematodes and soil pests.

The young trees are fertilized and sprayed at intervals to insure good growth and to keep the trees healthy.

All stock is handled with the greatest care possible during the digging and sorting operation. The roots must be kept moist at all times and our employees are instructed to use the utmost care in sorting and packing.

Trees are piled or packed in such a way that the buds and roots are protected from damage and breakage. Every effort is made to handle the stock so it will arrive in perfect condition.

We use the best packaging materials we can buy and follow all the latest methods of packing and shipping.

We are using every means at our disposal to ship you healthy top-quality stock which will grow into profits in the future.

We are one of the oldest Christmas tree companies in Michigan. Thirty years ago we were growing Scotch Pine even before there was a market for it. The first trees sent to market were difficult to sell because the public did not know what they were. During the years we have grown many of the different varieties of Scotch Pines and Spruces. Some of our plantations are now growing their third crop of Christmas trees.

This experience and background is being passed on to our customers in better stock and proper handling.

tips on planting and growing trees

CHOOSE THE RIGHT TREE. Not all pines are good for all purposes. Some are widely popular Christmas trees but are inferior for pulp and lumber. Others are excellent for pulp, poor for lumber, and only moderately acceptable as Christmas trees. Determine your reasons for growing trees, and select your varieties accordingly.

CHOOSE THE RIGHT SIZE. Know your planting area before you order trees. Is it wet? Is drainage good? Is the soil light? Heavy? Trees have definite preferences for certain types of soil, as this handbook shows. Plant them where they like it best and they will do their best for you.

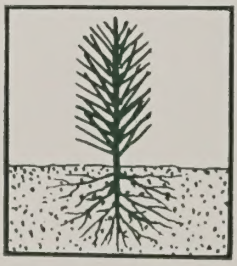
HANDLING TREES. Be very careful of your stock when it arrives. Never allow the roots to become dry. If the trees are not to be planted immediately heel them in, in a cool shady place. See CARING FOR TREES ON ARRIVAL.

PLANTING YOUR TREES. Machine planting is becoming a widespread practice. We have seen many of these machines at work on various plantations, and their performance has varied so widely that it is impossible for us to give a blanket endorsement. Recently, for example, we witnessed a planting demonstration by six machines, and in our opinion only one was capable of a satisfactory job of planting. Whether you plant by machine or hand, make sure the planting trench is deep enough to keep the seedlings free from grass and vegetative competition for at least a year. On heavy grass this may mean a trench 8 inches deep. Where the cover is light, a 2-inch trench may be adequate.

Trees must be planted straight, with roots directly under the stem and spread out to their full length. Earth around the stem must be firmly packed down. At Vans, plantings are spot checked by pulling the seedlings. If the needles pull out from the stem before the seedling can be pulled from the ground, the planting is right.

RIGHT

Tree is upright, with roots directly below and fully extended.



WRONG

Crooked or lop-sided planting produces stunted, mis-shapen trees.

PLANTATION MAINTENANCE. Some varieties such as spruce may be helped by a small, carefully administered application of fertilizer the first year (see next section). As the trees grow, the plantation should be protected from insect and disease infestation. Keep the plantation free from weeds and brush to promote good tree health and growth.

FERTILIZING YOUR TREES. A quality Christmas tree should have dense luxuriant foliage of good color on a symetrical crown without excessive height. Retention of a second and third year needles will enhance the appearance of the tree.

These characteristics indicate vigor which goes hand in hand with increased resistance to insects and disease. The correct fertilizing program will help produce this vigor.

Low soil fertility is indicated when trees have poor color, short needles, and below average short growth. Early needle fall may also be a symptom of low vigor. When these symptoms are general throughout the field, or when mosses, lichens, patches of bare soil, and sand blows are present, the need of a fertilizing program is apparent.

Granular form fertilizers are commonly used because of ease of handling. Generally a ratio of 1:1:1 is used where soil tests have not been made to show a lack of specific nutrients. Where nitrogen is known to be the limiting factor, as in sandy soils, a 2:1:1 ratio is satisfactory. For newly established plantings, each tree should receive no more than two ounces of 11-11-11 per tree. For larger trees, such as two- or three-year-old plantings, as much as four ounces per tree is permissable. Full-size trees near the cutting stage may receive ½ to 1-lb. of material safely.

Keep the fertilizer at least 6 inches from tree stem so the nutrients reach the roots more directly.

Apply the fertilizer in a circle on the ground near the tree. *Keep it at least 6 inches from the tree stem.* This will place most of the nutrients near the tips of the roots without stimulating growth of competing vegetation.

Fertilize trees early in the Spring, if possible. Summer or Fall applications are not advised. Fertilizer will improve practically all spruce, firs, and red and white pines, even those on droughty areas, but it is not an infallible cure-all for all trees in all conditions. Scotch pines normally do not respond to fertilizer, nor do other varieties when the planting area is poorly drained.

SHAPING. A good shape is necessary to good Christmas trees and ornamentals. Watch your trees and shear as necessary to eliminate double tops and other deformities. Shearing methods and seasons vary with tree varieties. Vans will be glad to supply suggestions on request.

GRADING AND MEASURING. Vans sell thousands upon thousands of trees every year. You may think we ship them out like cordwood, checking an individual tree only once in a while for size and other characteristics. But this is far from the case. Every single tree we ship is inspected and counted. We know of no other way to assure our customers top-quality stock. Every tree we dig is measured for grading to size. The size is measured from the ground line, clearly visible on a new-pulled tree, to the top. See illustration.

Immediately after the trees are dug from the beds they are packed in baskets to keep the roots moist. Keeping moisture in the roots until shipment is essential to tree health, and Vans follows this precaution to the letter. The baskets are transferred to the grading shed where trees are graded, sized, and counted into bundles: 50 for seedlings, 25 for transplants. The trees are then packed for shipping with the roots in sphagnum moss. Those that are not shipped immediately are placed in near-freezing storage for future delivery.

CARING FOR TREES ON ARRIVAL. When you receive your trees, open the bundles or boxes at once and moisten the roots. *Always keep the roots moist until the trees are planted.* If you are going to plant immediately, you may leave the trees in the package. Otherwise, the bundles should be "heeled in" until planting time.

To heel in trees, dig a narrow trench in moist soil, out of the sun and wind. Place the tree bundles side by side in the trench, and press the moist soil firmly around the roots. When you are ready to plant, transfer the trees from the trench to the planting site in a pail of water.

When we ship seedlings and transplants we take great care to pack so the terminal buds are not damaged or broken. These buds are next year's growth, and a damaged bud will make the tree grow crooked. *You will have a better crop if you exercise reasonable care in handling so the buds remain intact.*

FALL PLANTING. Fall planting is generally not recommended for any area where there is a possibility of heaving from frost. Generally fall planting is quite successful in the northern area of the country where snow comes early and covers the ground through the winter. The snow acts as an insulator and protects the plants.

In areas farther south where snow does not cover the ground all winter the ground may thaw and freeze alternately, according to the variations in the weather. This thawing and freezing will pull the young trees out of the ground and damage the root systems. Spring planting is generally better for these areas.

ADDITIONAL INFORMATION — Anyone wishing further information on cultural practices, insects and diseases, shearing, grading, marketing and so forth can secure a great deal of this from their local county agent or from their state college. Also if you wish you may write our office and we will forward you free bulletins published by Michigan State University on these various subjects.

SHIPPING INFORMATION — Seedlings and transplants may be shipped in several ways: Parcel Post, Railway Express, Truck Freight, Rail Freight, Bus Line or Air Express.

The quickest and most reliable method should generally be determined by the customer and we will ship it by that method if possible. Different areas of the country have different shipping facilities which may determine the way they will want their stock shipped. For instance we found that shipments by mail to Minnesota last year was the fastest method. We got 3-day delivery.

In some instances shipments to the Western States are best sent by bus. In Michigan also bus services gave delivery within a few hours after shipment. Truck lines gave the best service in some areas and in others the railroad was best.

To many people served by the Post Office department the best method is Parcel Post. This will give them door-front service and will take large sized shipments. We have shipped orders of more than 100,000 by this method and had excellent results. The stock is packaged in boxes small enough to be handled by the post office.

PLANTING SERVICE — We have made arrangements with one of the oldest, most reliable firms in Michigan to do machine planting for some of our customers who require custom planting.

This firm will travel up to 400 miles from our area to plant. Planting is done on a piece rate basis on a charge of $10.00 per thousand. A nominal charge for machine transportation may be made if the job is not large enough to cover cost of the movement.

This firm can plant in any soil or terrain condition. Their machine can plant as high as 20,000 trees daily under the most adverse conditions. It will do an excellent job through Beech grass, Sweet or Bracken fern, sumac or any hilly or rocky terrain. Complete details will be furnished on request.

TREES VANS PINES ARE OUR BUSINESS

NEARLY 1,000 ACRES of pines—seedlings as well as trees of various sizes—are under cultivation at Vans in Michigan. Plantations are located in Ottawa, Oceana, and Kalkaska Counties, rated among the best evergreen-producing areas in a state that is rich in pines. The best forestry practices are scrupulously followed, and the latest improvements in cultivation and fertilization programs are incorporated as research and experience substantiate their merit. With 30 years in the business, and with a policy of continual upgrading of plantation management, Vans Pines can and does assure you top tree quality.

AMERICAN ASSOCIATION OF NURSERYMEN · MEMBER · AAN · 1875 · BEAUTY · VALUE · SERVICE ·

PRICE LIST, 1960-1961

TERMS: Cash with order please; or 25 percent deposit balance before shipment. All stock Michigan State inspected and certified to be free from insects or diseases. All 100 rate quotations are shipped Parcel Post Prepaid unless customer requests other method. All other lots are shipped shipping charges collect.
S. indicates Seedlings. TP. indicates Transplants.
This list cancels all previous lists. Prices are subject to change without notice.

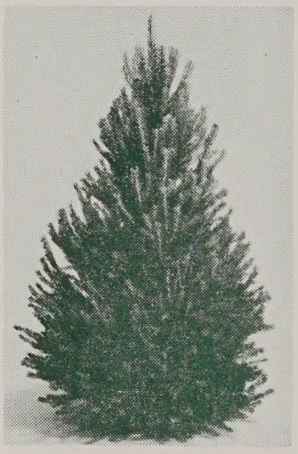
Fall shipping about Sept. 1 thru Nov. 1. Spring shipping about March 15 thru June 15.

GUARANTEES: All stock is guaranteed to be true to name and variety. If any stock proves otherwise we will not be liable for any amount greater than the original purchase price. No complaints or claims will be adjusted unless made within 10 days after arrival of the stock.

TREES PER ACRE AT DIFFERENT SPACINGS

4 x 4 = 2730 trees 5 x 5 = 1740 trees 6 x 6 = 1210 trees

We are offering the following seedlings for fall and spring shipments. All stock is offered subject to prior sale and subject to any damage caused by weather or any other natural cause between date of order and shipping date. All orders will be shipped at the risk and cost of the purchaser unless otherwise denoted. Our liability ceases with delivery of the stock to the carrier. If breakage occurs or if stock suffers through delay in transit claims should be made on the transportation company at once.



Please print your name and address as plainly as possible to prevent error in shipping.

SCOTCH PINES

(Pinus Sylvestrius)

Presently the most popular of the Pines being grown for Christmas trees in the Eastern part of the United States. Prefers light, well drained soils. Easily transplanted and responds very well to shearing. Varieties listed are most popular for Christmas tree production. Not considered a good tree for pulp or lumber production.

VARIETY

French Highland

Seeds are collected from the Pyrenees Mountains of Southern France, from forests growing at high altitudes. Moderate growing trees with a medium length. Blue-green needle with excellent color throughout the winter. Good needle retention.

Size	Price per 100	Price per 1,000	Price per 1,000 in 10,000 Lots
2-4″ S.	$3.50	$10.00	$ 9.00
3-6″ S.	4.00	15.00	14.00
4-8″ S.	5.00	18.00	16.00
6-10″ S. (Special Grade)	6.00	20.00	18.00
8-14″ S.	8.00	25.00	20.00

— VANS PINES, WEST OLIVE, MICHIGAN —

Scotch Highland

From trees of the mountainous areas of Scotland. Fast-growing, with a long green needle. Needle retention in fall is good, and color is generally good.

Size	Price per 100	Price per 1,000	Price per 1,000 in 10,000 Lots
2-4″ S.	$3.50	$10.00	$ 9.00
3-6″ S.	4.00	15.00	14.00
4-8″ S.	5.00	18.00	16.00
6-10″ S. (Special Grade)	6.00	20.00	18.00
8-14″ S.	8.00	25.00	20.00

VARIETY

Austria Hill

From mountains of Austria. Rapid growing variety with medium length, green needles. Good needle retention, good winter color.

Size	Price per 100	Price per 1,000	Price per 1,000 in 10,000 Lots
2-4" S.	$3.50	$10.00	$ 9.00
3-6" S.	4.00	15.00	14.00
6-10" S. (Special Grade)	6.00	20.00	18.00
8-14" S.	8.00	25.00	20.00

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Spanish

From high altitudes in Spain. Since there are no mature plantations of these, our observations are limited. Growth of trees in field has been good. The needle color is definitely bluish.

Size	Price per 100	Price per 1,000	Price per 1,000 in 10,000 Lots
2-4" S.	$3.50	$10.00	$ 9.00
3-6" S.	4.00	15.00	14.00
6-10" S. (Special Grade)	6.00	20.00	18.00
4-8" S.	5.00	18.00	16.00

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AUSTRIAN PINE

(Pinus Nigra)

Dark green needles on stout spreading branches. Will retain symetrical shape even in larger tree. Austrian Pine has been used in the U.S. for 200 years as an ornamental and is still considered one of the finest pines for Ornamental or Christmas tree plantings. Grows well in light sandy soil or in heavy clay. Easily transplanted but does not respond to shearing as well as the Scotch Pine. Not considered as good as the native Pines for pulp or timber production.

Size	Price per 100	Price per 1,000	Price per 1,000 in 10,000 Lots
2-4" S.	$ 3.50	$10.00	$ 9.00
3-6" S.	4.00	15.00	14.00
4-8" S.	5.00	18.00	16.00
6-10" S. (Special Grade)	6.00	20.00	18.00
6-10" TP.	10.00	50.00	45.00

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WHITE PINE

(Pinus Strobus)

Blue-green needles three to five inches long always borne in bunches of five and remain on the tree three to five years. Grows with a sturdy, gradually tapering trunk and horizontal limbs. White Pine thrives on deep sandy loams but will grow on a variety of soil conditions where adequate moisture is available. White Pine lumber ranks among the principal economic woods of North America. Used for Christmas trees, ornamental, windbreak and lumber.

Size	Price per 100	Price per 1,000	Price per 1,000 in 10,000 Lots
2-4" S.	$3.75	$15.00	$14.00
3-6" S.	4.00	20.00	18.00
3-6" TP.	6.00	25.00	22.50

NORWAY SPRUCE

(Picea Excelsa)

Shiny dark green needles, half to three quarter inch long. Symetrical, cone shaped trees with branches mainly in annual whorls. One of the fastest growing spruces, the Norway Spruce has been successfully planted on almost all types of soil except very sour or watersoaked. Makes good ornamental tree and a very fine Christmas tree. Although they transplant quite well they generally do not take off as rapidly as pine when put out into field plantations. Makes good pulp and lumber. Ornamental, Christmas tree, windbreak and border.

Size	Price per 100	Price per 1,000	Price per 1,000 in 10,000 Lots
2-4″	$ 3.50	$18.00	$16.00
3-6″ S.	3.50	20.00	18.00
6-10″ S. (Special Grade)	5.00	25.00	22.50
4-8″ TP.	10.00	40.00	35.00
6-12″ TP.	12.50	50.00	45.00
8-12″ S.	12.50	40.00	35.00

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WHITE SPRUCE

(Piceas Glauca)

Pale blue pointed needles one-third to two-thirds of an inch long growing singly from all sides of the twig characterize the White Spruce. Very widely distributed, it grows best on moist, well drained, porous soils. Easily sheared. Makes good pulp and timber. Ornamental, Christmas tree, windbreak and border.

Size	Price per 100	Price per 1,000	Price per 1,000 in 10,000 Lots
2-4″ S.	$ 3.50	$18.00	$16.00
4-8″ S.	5.00	20.00	18.00
3-8″ TP.	10.00	45.00	40.00
2-4″ S.	3.50	18.00	16.00

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BLACK HILLS SPRUCE

(Picea Glauca Densata)

One of the varieties of White Spruce. Tree has all the characteristics of the White Spruce but it grows with a denser form than the White Spruce. Same uses as the White Spruce. Ornamental, windbreak, border.

Size	Price per 100	Price per 1,000	Price per 1,000 in 10,000 Lots
2-4″ S.	$5.00	$20.00	$18.00
3-6″ S.	6.00	25.00	22.50
3-6″ TP.	9.00	45.00	40.00

COLORADO BLUE SPRUCE

(Picea Pungens Glauca)

Stiff, sharp pointed four angled single needles are a half-inch to an inch and a quarter long. Colored from a gray green to blue green. Symetrical growing tree which has always been a favorite as an ornamental. Prefers moderately rich well drained gravelly soils. Although it is fairly easy to transplant, trees are quite slow growing. Excellent ornamental, Christmas tree or windbreak.

Size	Price per 100	Price per 1,000	Price per 1,000 in 10,000 Lots
2-4″ S.	$ 5.00	$20.00	$17.00
3-6″ S.	6.00	25.00	22.50
4-6″ TP.	10.00	50.00	

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DOUGLAS FIR

(Pseudotsuga Douglasi)

Soft, flattened, pointed needles are one-half to one and one-half inches long and grow all around the branch. Tree grows dense foliaged and symetrical when young. Prefers moist, well drained soils and sites with good air drainage. Makes a fine ornamental and Christmas tree. Easily transplanted and shears very well. Used for lumber in its native range. Excellent ornamental Christmas tree or windbreak.

Size	Price per 100	Price per 1,000	Price per 1,000 in 10,000 Lots
2-4″ S.	$5.00	$20.00	$18.00
3-6″ S.	6.00	25.00	22.50
3-6″ TP.	7.50	30.00	25.00

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BLACK SPRUCE

(Picea Mariana)

Dark bluish green needles measuring ¼ to ¾ of an inch in length. Grows with a slender straight trunk and comparatively short branches. Prefers moist or wet sites but will grow on uplands also. Will grow faster on the upland sites than in swampy conditions. Limited use as a live ornamental but large numbers do reach the Christmas tree market. Easily transplanted and is commonly used in the wet poor sites where other Spruce and pines will not grow. Used extensively as pulp tree and limited use for lumber. Windbreak, Christmas tree and border.

Size	Price per 100	Price per 1,000	Price per 1,000 in 10,000 Lots
4-8″ S.	$5.00	$20.00	$18.00
4-8″ TP.	7.50	30.00	27.50

EASTERN RED CEDAR

(Juniperus Virginia)

The Red Cedar bears two forms of tiny evergreen leaves. They are sharp pointed and awl-shaped. They remain five or six years on the branches, growing browner with each year. They grow well on almost any soil except distinctly swamp. Used for lumber and fence posts. Extensively used for an ornamental and windbreaks. Has limited use for Christmas trees.

Size	Price per 100	Price per 1,000
4-8" S.	$10.00	$35.00

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ENGELMANN SPRUCE (Blue)

(Picea Engelmanni)

Deep blue green needles are soft and flexible. Usually one inch or more long. Grows in a narrow pyramidal form. Fine ornamental on most clay loam soils. Easily transplanted and readily sheared. Makes good lumber in its native range. Ornamental, windbreak and border.

Size	Price per 100	Price per 1,000
3-6" TP.	$7.50	$25.00

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PONDEROSA PINE

(Pinus Ponderosa)

Dark green needles 5 to 8 inches long. Grows on well drained uplands and mountain slopes. Has been successfully planted over its natural range and throughout the Eastern U.S., but is not a rapid grower. Limited use for Christmas or ornamental tree. Makes good lumber in its natural range. Good windbreaks and borders.

Size	Price per 100	Price per 1,000	Price per 1,000 in 10,000 Lots
2-4" S.	$5.00	$18.00	$16.00
2-6" TP.	7.50	25.00	

— VANS PINES, WEST OLIVE, MICHIGAN —

JACK PINE

(Pinus Banksiana)

Short, flat, grayish green needles, held two in cluster. Grows on light sandy soil in the heavy snow country. Easily transplanted and grow very rapidly for first 20 to 25 years. Not considered very highly for ornamental or Christmas tree use. Makes fine pulp but low grade lumber.

Size	Price per 100	Price per 1,000	Price per 1,000 in 10,000 Lots
4-8" S.	$3.50	$12.50	$11.50
10-18" S.	8.00	22.50	20.00

— VANS PINES, WEST OLIVE, MICHIGAN —

RED PINE

(Pinus Resinosa)

Widely known as Norway Pine. Dark green needles borne in pairs. Needles from 4" to 6" long. Branches and needles both very flexible. Does well on sandy soil. Easily transplanted but does not respond to shearing as well as Scotch Pine for Christmas tree use. Makes good pulp and lumber, windbreak, border, and Christmas tree.

Size	Price per 100	Price per 1,000	Price per 1,000 in 10,000 Lots
2-4" S.	$3.50	$12.00	$10.00
2-5" TP.	5.00	20.00	

VANS PINES, INC.

WEST OLIVE, MICHIGAN

9 Miles North of Holland, Michigan on U.S. 31

Hours: Daily 8 to 5; closed Sundays

Telephone EX 6-0702 (Holland)

MEMBERS

American Association of Nurserymen
Michigan Association of Nurserymen
Michigan West Shore
Nursery Marketing Co-Operative, Inc.
Michigan
Seedling Growers Association

REFERENCES

Dun & Bradstreet, Inc.
Peoples State Bank, Holland, Michigan
First National Bank, Holland, Michigan

We invite you to see Vans trees growing in their beds. We will also be glad to show you plantations of Christmas trees grown from our beds. We suggest you write or phone for an appointment so we can arrange your visit to your convenience.

Include some of these Landscaping Materials with your Vans Pines Orders

LANDSCAPING SPECIAL

2 SPREADING YEWS 6-12″
2 UPRIGHT YEWS 6-14″
2 PFITZER JUNIPER HETZ 6-12″
2 WOODWARD GLOBE ARBOR VITAE 6-12″
2 BLACK HILL SPRUCE 6-12″
2 PYRAMIDAL ARBOR VITAE 6-12″

All for

$9.95

Shipped Postpaid

All sturdy 3 yr. old Northern field grown material.

LANDSCAPE PLANTING MATERIAL

	per 10	per 100
JAPANESE YEWS — Spreading 3 yr. heavy field grown plants 6-12″	$4.80	$45.00
JAPANESE YEW — Hicks upright 3 yr. heavy field grown plants 6-14″	4.00	37.00
PFIZTER JUNIPER — Hetz blue 3 yr. heavy field grown plants 6-12″	4.50	42.00
ARBOR VITAE — Woodward Globe 3 yr. heavy field grown plants 6-12″	4.80	45.00
ARBOR VITAE — Pyramidal 3 yr. heavy field grown plants 6-12″	4.80	45.00

No charges for packing and boxing.
SHIPPING CHARGES COLLECT

VANS PINES, West Olive, Michigan